



**We Support Every Soldier...Every Day**

## **Competition Enhancement Programs**

**Presented to:**

***Small Business Fair***

**Presented by:**

**Competition Management /Ombudsman Office**

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**&**

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**Senior Industrial Engr. /Source Approval Officer**

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## Competition Management Office

### Structure



**Competition Management Office**  
**AMSTA-CSC-M**

**Competition Advocate**

**Commercial Items Advocate**

**Ombudsman**

**LaRuth Shepherd**  
**TACOM LCMC Competition**  
**Advocate/Ombudsman**



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## Competition Management Office

### Mission

- The Competition Management Office (CMO) ensures the Command's acquisition strategies remain in compliance with laws and higher echelon regulations regarding competition and commercial items
- CMO mission falls into two broad categories – compliance and enhancement
- The Competition Advocate also serves as the Command's Ombudsman who is responsible for handling contractor inquiries and complaints



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## Competition Management Office Structure

### Major Functions

- Competition Enhancement Programs
  - Market Research
    - Competition & Commerciality
    - Competition Advocates' Shopping List (CASL)
    - Advanced Procurement Planning List (APPL)
    - Sources Sought Market Survey (SSMS)
  - Source Approval Program
    - New sources of supply for spare parts



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## Competition Management Office

### Major Functions

- Replenishment Parts Purchase or Borrow Program (DoD Directive 4140.57)
  - Sell parts from our inventory for “reverse engineering” or other competition enhancement purposes
- Advanced Planning Briefing for Industry
  - Provides broad-based business planning information to industry relative to future TACOM LCMC plans, programs and acquisitions opportunities
  - Suppliers come to get leadership perspectives on important initiatives, attend workshops and interact one-on-one with TACOM acquisition personnel
  - The 2014 APBI Conference will be folded in with Ground Vehicle Systems Engineering and Technology Symposium (GVSETS ) Conference, 12 - 14 August 2014 at the Troy Marriott, MI
  - <http://www.ndia.org/meetings/1520/Pages/default.aspx>



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## Competition Management Office

### Major Functions

- **Ombudsman**
  - Formal / Informal Complaints
  - Request for Information
  - Requests for Assistance
  - Contractor Visits





## Competition Management Office

### Ways to become an Approved Source

- Market Surveys
- Sources Sought Notices
- Competition Advocate's Shopping List (CASL)
- Advanced Procurement Planning List (APPL)
- Replenishment Parts Purchased or Borrow Program (RPPOB)



## Competition Management Office

### Market Survey

- The first type is a Sources Sought Market Survey managed by the Competition Management office at TACOM under the Source Approval Program : <http://contracting.tacom.army.mil/ssn/sources.htm> found on the TACOM LCMC (PROCNET): <http://contracting.tacom.army.mil>

**Open Notices & Surveys:**

Noun Blade, Mine Clearing	Noun: Electronic Unit
NSN: 2590-99-597-0288	NSN: 1220-01-563-6721
Part Number: PE23965	Part Number: 57K5083
End Item: Assault Breacher Vehicle	End Item: Abrams
Market Survey	Market Survey
Due Date: 06 Jun 13	Due Date: 06 Jun 13

- The second type of market survey is issued by the buyer and/or program manager to identify sources and products to support potential requirements. Contracts are not awarded as a direct result of these surveys

**Open Notices & Surveys:**

Title: Machinists Measuring Tool Set	Title: BII Kit Part List
Due Date: 07 Jun 2013	Due Date: NA
POC: Tom Morrow	POC: Leon Morrow
Email: winslow.t.morrow.civ@mail.mil	Email: leon.j.morrow.civ@mail.mil





## Competition Management Office

### Competition Advocates' Shopping List (CASL)

- The CASL contains
  - Developmental and non-developmental items that have limited sources of supply available to fulfill government requirements primarily due to unavailable and incomplete technical data.
  - The CASL can be found at :  
[http://contracting.tacom.army.mil/future\\_buys/future\\_buys.htm](http://contracting.tacom.army.mil/future_buys/future_buys.htm)



## Competition Management Office

### Advanced Procurement Planning List (APPL)

- The APPL
  - Approved Technical Data Package (TDP)
  - Competitive pool of vendors capable of manufacturing and producing the parts according to the form, fit, and function identified in the TDP
- The APPL Listing
  - Developed to highlight TACOM LCMC-Warren's competitive requirements
  - May contain items that are difficult to procure because of stringent manufacturing and testing requirements called for by the TDP.
  - The APPL can be found at :  
[http://contracting.tacom.army.mil/future\\_buys/future\\_buys.htm](http://contracting.tacom.army.mil/future_buys/future_buys.htm)
- If a non-competitive item is not on the **CASL or APPL** and TACOM LCMC intends to buy it in the future
  - "Source Sought" notification will appear in the Fed Biz Opps
  - This notification invites interested parties to contact the CMO about the opportunities for Source Approval on the particular item



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## Competition Management Office

### Source Approval Program

#### Replenishment Parts Purchased or Borrow Program (RPPOB)

- In addition to the Market Surveys / Sources Sought Notices, the CMO also manages the [Replenishment Parts Purchased or Borrow Program \(RPPOB\)](#) , which allows interested parties to buy sample parts to aid in SAR Packages development
  - Support reverse engineering
  - Comparison testing and other reasons related to competition enhancement
- An interested party can buy spares through the RPPOB Programs
  - They cannot borrow spares under a “loan agreement” through the RPPOB Program



## Competition Management Office

### Source Approval Program

- What is Source Approval?
  - The Source Approval Program provides ways for suppliers to qualify and position themselves to compete for business on sole source or restricted spare parts
  - To successfully compete in the Source Approval Program, the onus is on the "offeror" of the part to demonstrate that their part provides the same fit, form and function of the part TACOM LCMC is currently procuring
  - The Source Approval process has two phases; the Source Approval Request (SAR) package and the qualification test phase



## Competition Management Office

### Source Approval Program

- Phase 1: Source Approval Request (SAR) Package Phase
  - During the SAR phase, interested parties must complete and submit a SAR Package to the Competition Management Office for review and approval. The Competition Management Office will work with the appropriate engineer and program manager to have the submitted SAR Package reviewed and evaluated
  - SARs must contain:
    - Cover Letter
    - Manufacturer Brochure
    - Certification statement of the manufacturing operations
    - Complete set of drawings
    - Quality System Documentation
    - Identify special processes and materials
    - Qualification Test Plan
    - Actual Manufacturers for OEM – purchase orders and shipping documents
  - The review process normally takes 30 to 60 days before a decision is made. If an approval decision is given during the SAR phase, the offeror is then authorized to move into the qualification and testing phase





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## Competition Management Office

### Source Approval Program

- SAR must contain a description of the offeror's general manufacturing capabilities and capacity to produce the selected part
- SAR must identify the exact manufacturing processes and practices the manufacturer will employ in manufacturing the SAR candidate
- SAR must provide a description of the qualification and testing procedures the manufacturer will use to demonstrate that the item produced will meet or exceed the current form, fit and functional requirements of the SAR candidate. The SAR must also be detailed enough as to allow TACOM LCMC-Warren's Engineering Department the ability to determine if a suitable part can be produced
- Source Approval Information Booklet can be obtain at:  
<http://contracting.tacom.army.mil/compmgt/competition.htm>





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## Competition Management Office

### Source Approval Program

- Phase 2- Qualification and Testing
  - The qualification and testing phase takes at least a year (possibly more) before approval and eligibility status is granted for bidding on future procurements
  - Upon receipt of eligibility status approval, the newly approved source can compete against other approved sources to supply parts for government requirements
  - It is imperative that offeror's are aware that becoming an approved source only grants them an opportunity to compete; it does not guarantee them future contract awards



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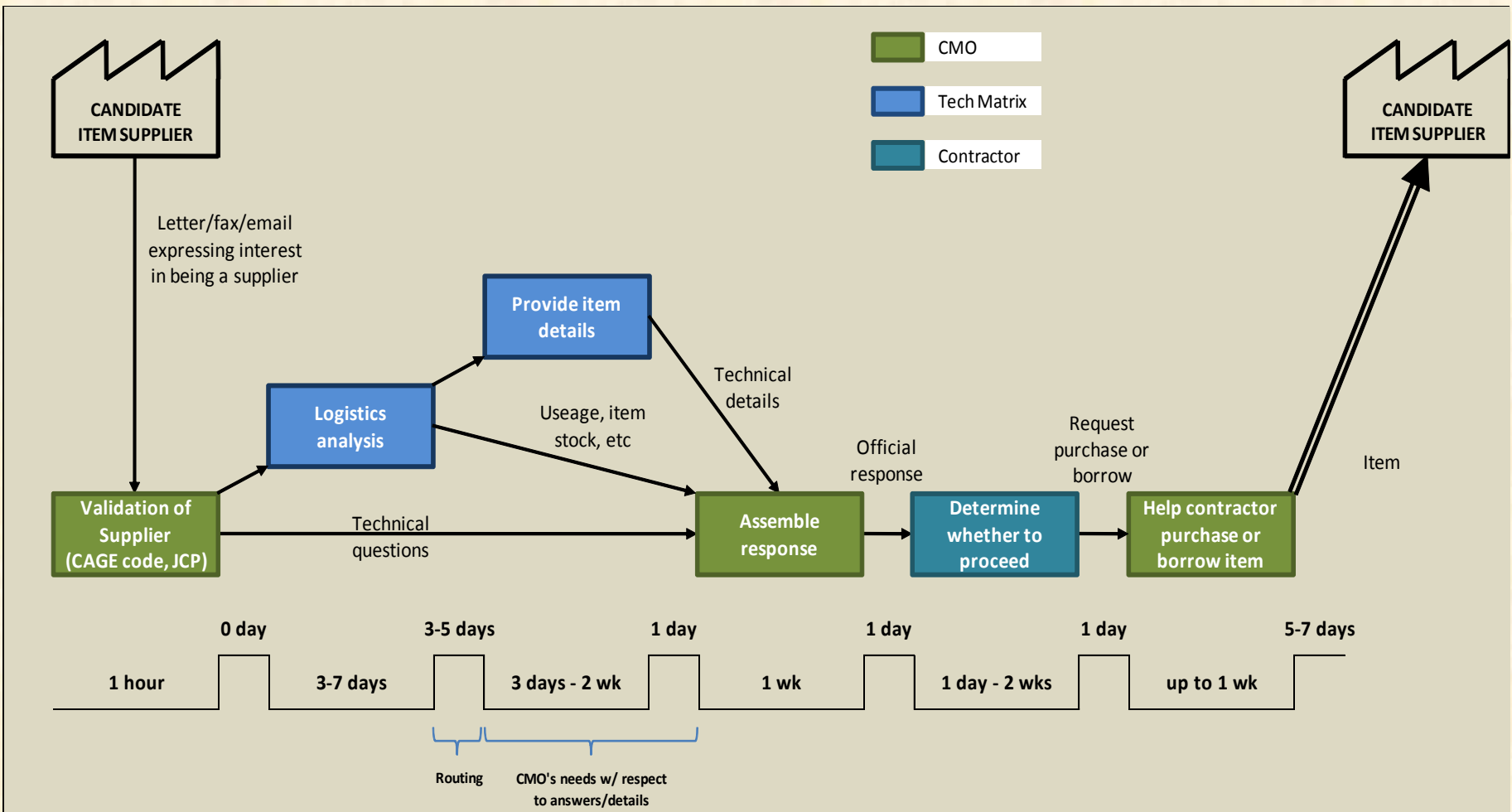
## Competition Management Office

### Source Approval Program

- The CMO will assist the interested parties in collecting the necessary information such as requirement data, available technical data, engineering points of contact and other data which may be needed to make an informed decision to proceed with source approval
- Information regarding a “live” actual solicitations or awards is the Contracting Officer’s domain; so all information regarding “live open” solicitation **must** come from the Contracting Center
- The US Government cannot provide proprietary or Privacy Act information. Therefore, some information may not be available through the Competition Management Office, but only available through the [Freedom of Information Act](#) (FOIA)

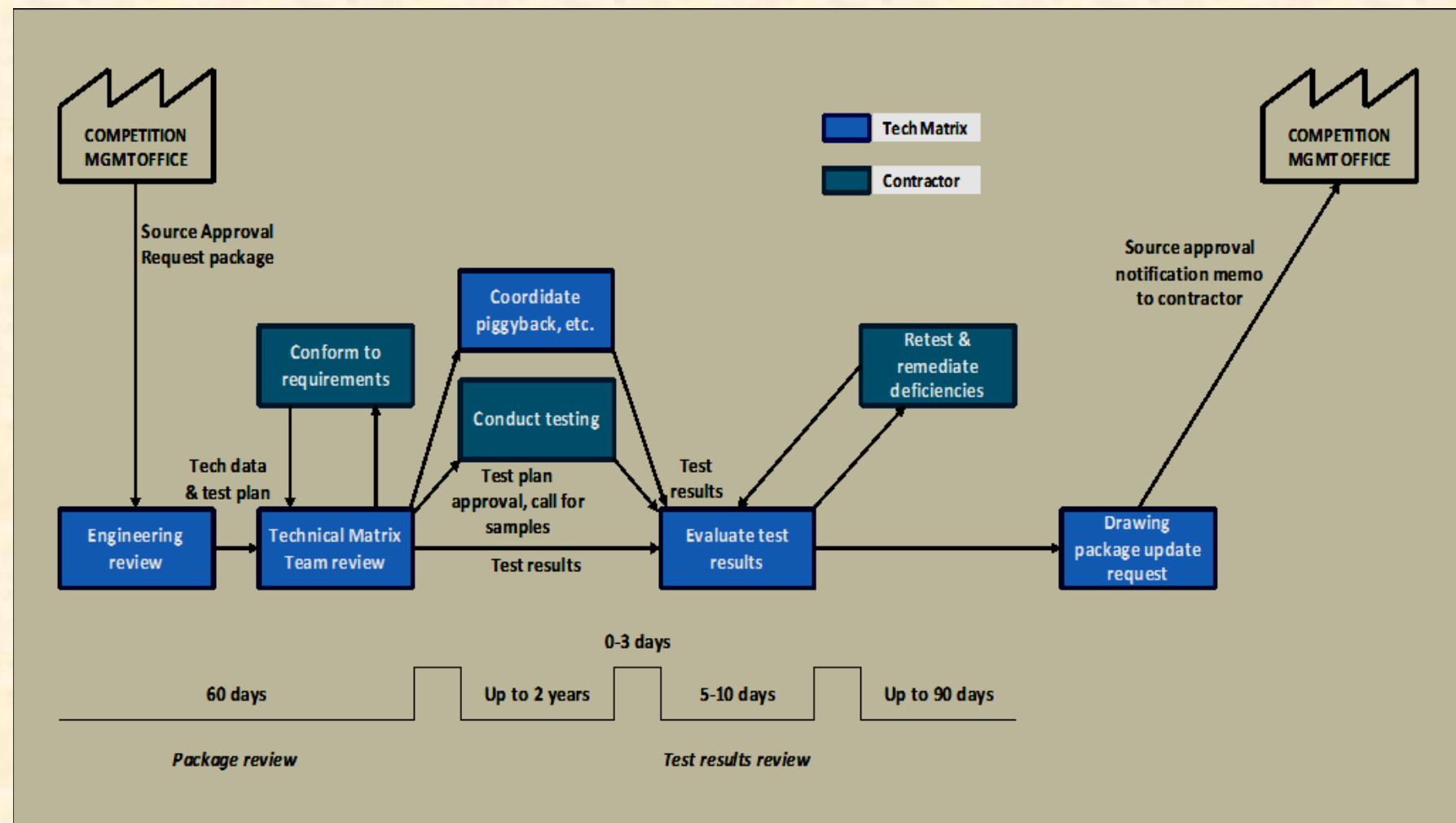
## Competition Management Office

# Source Approval Program Pre-SAR Value Stream



## Competition Management Office

# SAR Technical Review Value Stream



## Competition Management Office

# QUESTIONS

